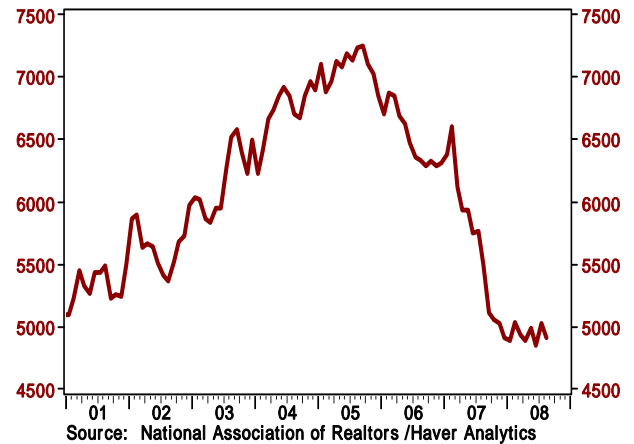


# AUGUST EXISTING HOME SALES

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- Existing home sales decreased 2.2% in August to an annual rate of 4.91 million, less than the consensus expected selling rate of 4.94 million. Existing home sales are down 10.7% versus a year ago.
- Sales were up in the Midwest and the South, but down in the Northeast and West. By type of home, sales were down for both single-family units and condos/co-ops.
- The median price of an existing home declined to \$203,100 in August (not seasonally adjusted) and is down 9.5% versus a year ago. Single-family home prices are down 9.7% versus last year.
- The months' supply of existing homes (at the current sales rate) fell to 10.4 in August from 10.9 in July. The months' supply of single-family homes fell to 10.0 in August from 10.4 in July.

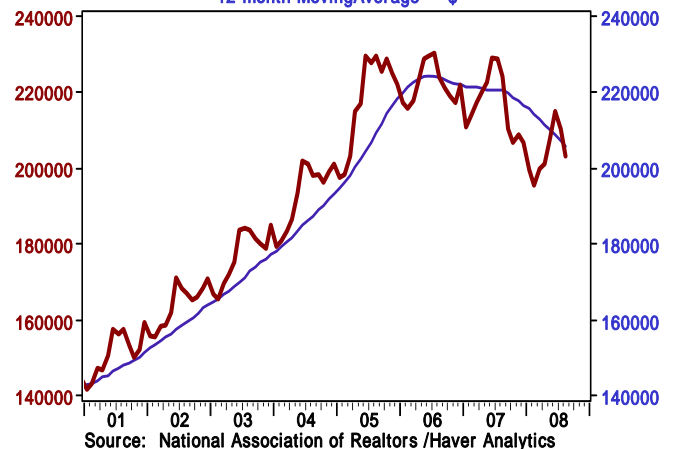
Total Existing Home Sales  
SAAR, Thous



**Implications:** Existing home sales have continued to form a bottom that started several months ago, which is an important early step in the healing of the housing market. As the top chart to the right shows, in the past 12 months, the annualized rate of sales has hovered in a narrow range between a low of 4.85 million and a high of 5.11 million. At 4.91 million, the sales rate in August was in the middle of the range. Credit worthy home buyers seemed to be able to continue to get loans, at least through August. Meanwhile, after hitting 11.0 in June – the highest level since 1985 – the months' supply of single-family existing homes fell back even further from 10.4 in July to 10.0 in August. This is a good sign, as the supply of existing homes for sale needs to continue to decline for the price of homes to stabilize. Despite the hopeful signs for sales and single-family home inventories, prices continue to weaken and are unlikely to hit bottom for about another year.

Existing Home Sales: Median Sales Price

Existing Home Sales: Median Sales Price  
12-month Moving Average



Existing Home Sales <i>Seasonally Adjusted Unless Noted, Levels in Thous.</i>	Aug-08		Jul-08	Jun-08	3-month moving avg.	6-month moving avg.	Yr to Yr % Change
	% Ch.	level					
<b>Existing Home Sales</b>	-2.2%	4910	5020	4850	4927	4933	-10.7
<b>Northeast</b>	-6.6%	850	910	850	870	883	-15.0
<b>Midwest</b>	0.9%	1140	1130	1110	1127	1135	-12.3
<b>South</b>	0.5%	1860	1850	1860	1857	1887	-15.1
<b>West</b>	-5.3%	1070	1130	1030	1077	1032	4.9
<b>Median Sales Price (\$, NSA)</b>	-3.4%	203100	210300	215100	209500	206283	-9.5

Source: National Association of Realtors